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SMALL AND PART TIME FARMS

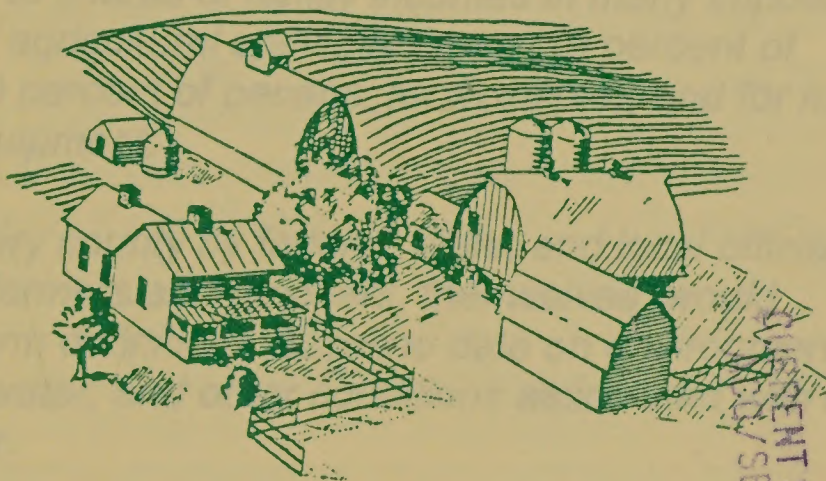
NEWSLETTER.....WINTER 1996

UNITED STATES DEPARTMENT OF AGRICULTURE

Cooperative State Research, Education, and Extension Service

In Partnership With the Land Grant Institutions

Plant and Animal Production, Protection, and Processing Division



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FARM DEFINITION

The Bureau of the Census, in response to budget cuts through the Department of Commerce and the Census Bureau to its Agriculture Division, is proposing a major change in the definition of a farm. The definition would change from one of a farm as any establishment from which \$1,000 or more of agricultural products were sold or normally would be sold per year to a requirement of \$10,000 or more per year.

Should this change occur, 47 percent of all farms would no longer officially exist. Though these farms accounted in 1992 for under 2 percent of sales of agricultural goods, they contribute significantly to shares of family incomes in many impoverished rural areas, for important shares of agricultural specialty items (19 percent of blackberries, 4 percent of cattle, 30 percent of pecans, for example), and for many purchases of farm supplies and equipment.

Much of the data base used for every county by federal, state, and local officials, extension staff, agribusiness, and farmers and ranchers, themselves, would disappear with such a change in farm definition. Baseline data on environmental and health-related information for soil, water, and other conditions associated with so many of our farms would disappear.

Nonwhite, minority farms would decrease by 65 percent, farms operated by women would drop 65 percent, and the South would lose comparatively many more farms than other parts of the United States. The land grant universities, which receive federal research and extension dollars in part based on numbers of farms in their states, would experience reduced funding.

Census language proposing changes in the farm definition are in the Commerce Department spending bill recently vetoed by President Clinton, so the decision to change is not final. The Census Bureau is considering the change because it received a reduction in funding for the 1996 farm survey.

NOTE: *Dr. Ronald C. Wimberley, rural sociology professor at North Carolina State University, supplied much of the information summarized in these paragraphs.*

INNOVATIONS ON SMALL FAMILY FARMS

1996 CALIFORNIA FARM CONFERENCE IN CENTRAL VALLEY

Innovations on small family farms are the focus of the annual California Farm Conference which this year brings farmers and agricultural professionals to Visalia, Feb 18-20. This year's conference gives farmers an opportunity to share ideas with colleagues, and get the latest information on agricultural production, marketing, and long-term agricultural sustainability.

While the conference is designed for smaller family farmers and for marketing professionals, and consultants who work with small farms, it offers information of interest to all members of the agricultural industry. "Operating a successful small farm requires an understanding of land and crops, market intuition, and familiarity with new agricultural technology", said conference coordinator David Visser, program representative for the University of California's Small Farm Program. "These talents are useful in ag. operations of all sizes".

CONTACT: California Farmers' Markets; Phone: (818) 449-0179

INTERNATIONAL OPPORTUNITIES

USDA/Cooperative State Research, Education, and Extension Service (CSREES) will be recruiting agricultural professionals in 1996 to serve on short-term assignments to countries such as Bulgaria, Armenia, and others. Applicants should have experience in at least one of the following areas: extension, agricultural economics (farm management, marketing), cooperatives, or agronomy.

Interested candidates should contact the Office of International Programs at (202) 720-3801 or send an e-mail to eseth@reeusda.gov

INTERNET ACCESS

Log on to <http://hammock.ifas.ufl.edu/> and you will find valuable information about:

--Alternative opportunities for small farms including production of watermelon, cucumber, pumpkin, apple, blackberry, blueberry; catfish, dairy goat, beef cattle, alligator and a whole lot more. --Considerations in establishing swine units --
Management of small flocks of chickens

Produced by the University of Florida--IFAS

ELECTRONIC MAIL

sfpc-mg --this small farm mailing group was established under USDA/CSREES-Plant and Animal Production, Protection, and Processing Division. Please feel free to utilize it to exchange information, request ideas, share success stories, and a whole lot more. Anyone with genuine interests in small farm activities is welcome to subscribe. It serves to disseminate small farm related activities at the Land Grant Colleges and Universities, including calendar of events, publications, call for proposals, international opportunities, and others.

To subscribe to the small farm mailing group (sfpc-mg)

send a message to: almanac@esusda.gov

In the body, type `subscribe sfpc-mg` After you have typed in the above command, the next step is to send the message.

To unsubscribe to the small farm mailing group (sfpc-mg)

Send a message to: almanac@esusda.gov In the body, type: `unsubscribe sfpc-mg`

After you have typed in the above command, the next step is to send the message.

If you change your e-mail address due to change in employment, relocation or any other reason, please unsubscribe before you leave this e-mail address in order to prevent bounced messages. Please rejoin when you have your new address.

ALTERNATIVE FARMING SYSTEMS' WORLD WIDE WEB PAGE:

To learn more about Alternative Farming, log on to:

<http://www.inform.umd.edu/EdRes/Topic/AgrEnv/AltFarm>>

DAIRY BROCHURE PROFITABLE DAIRY OPTIONS

*****GRAZING***MARKETING***NUTRIENT MANAGEMENT*****

Profitable Dairy Options is a brochure on sustainable dairy production which draws information from the USDA-Sustainable Agriculture Research and Education (SARE) program and Agriculture in Concert with the Environment (ACE), a joint USDA/U.S. EPA program.

This brochure draws information from SARE/ACE projects throughout the United States and presents the findings in an attractive and easy-to-read format. It focuses on **rotational grazing, innovative marketing strategies, and nutrient management techniques** for sustainable dairy production.

Profitable Dairy Options highlights "pasture-user support groups," the benefits of manure and composting, the pre-sidedress soil nitrate test (PSNT), alternative silage crops, and other profitable options. The brochure includes valuable information for feedlot-oriented systems, and has applicability for any livestock system. A list of Resources for dairy producers is included.

Valuable resource information for producers, consultants, Extension Agents, and anyone interested in information transfer to livestock producers.

***Profitable Dairy Options* is available free upon request from:**

Andy Clark
SAN Coordinator
Room 304, National Agricultural Library
Beltsville, MD 20705-2351
Phone: (301) 504-6425
Fax: (301) 504-67409
E-mail: san@nalusda.gov

WAYS TO GROW

--Profit-making strategies for small farmers--

Ways to Grow

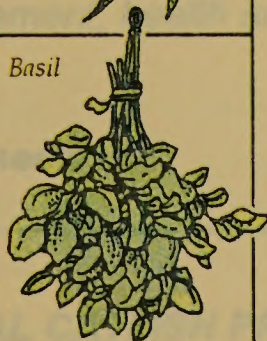
*Alternatives
for Small Farmers*



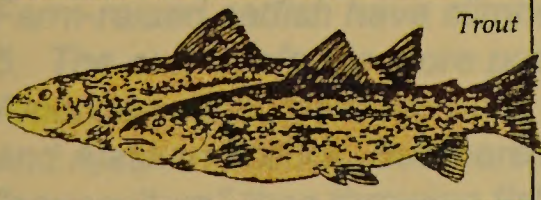
Shiitake Mushrooms



Beans



Basil



Trout

North Carolina A&T State University
Cooperative Extension Program

"Ways to Grow" is a program that shows small farmers how to earn more by raising new crops and unusual products -- without making a big investment. It introduces the farmers to specialty products, such as basil, shiitake mushrooms, catfish, meat goats and rabbits. This program targets small-scale farmers and producers who gross less than \$50,000 annually from farm enterprises. The goal is to help the small-scale farmers increase their profits and improve the quality of life in rural communities.

For more information concerning the "Ways to Grow" program, please contact:

Dr. Ray McKinnie, North Carolina A & T State
University, P. O. Box 21928,
Greensboro, NC 27420
Phone: 910-334-7957

WAYS TO GROW VIDEO SERIES-- Designed to assist small farmers make decisions on alternative enterprises

--See page 8 for Order form--

DIRECT MARKETING FOR SMALL FARMERS

This video takes a look at farmers' markets, roadside stands, pick-your-own and other marketing strategies that can increase a small-scale farmer's profit margin. But farmers need to realistically appraise their skills and resources before they plunge into direct marketing.

Running Time:
10 minutes, 30 seconds

GROWING SHIITAKE MUSHROOMS

Shiitake mushrooms, long a staple in oriental diets, have found a permanent home in the American diet. Demand for the flavorful, healthful mushrooms has spurred commercial production.

Running Time:
13 minutes 18 seconds

MEAT GOAT PRODUCTION

Goats adapt well to various climates and feed on grass, weeds and leaves. But a successful meat goat operation requires skill in breeding, feeding, management, health and marketing.

Running Time:
11 minutes 15 seconds

COMMERCIAL RABBIT PRODUCTION

Americans eat 30 million pounds of rabbit each year, and demand for the low-fat, high-protein meat is growing. Rabbits are ideal for small farms, because they require little space.

Running Time:
11 minutes 16 seconds

COMMERCIAL CATFISH PRODUCTION

Farm-raised catfish have climbed into the Top 5. The only seafoods more popular with American consumers are tuna, shrimp, cod and Alaskan pollock. But there's more to "aquaculture" than throwing fish in a pond.

Running Time:
13 minutes 35 seconds

COMMERCIAL VEGETABLE PRODUCTION

There is constant consumer demand for fresh vegetables, but there are also labor and management demands to consider. Farmers who can meet the demands can make a handsome profit on only an acre or two.

Running Time:
12 minutes 40 seconds

**WAYS TO GROW VIDEO SERIES-- Designed to assist small farmers
make decisions on alternative enterprises**

--See page 8 for Order Form--

**SWEET BASIL: The Culinary
Classic**

Chefs at gourmet restaurants have long known the secrets of basil and other herbs, and the secrets are out. More herbs are appearing in home cooked meals, and basil and other fresh herbs are starting to appear in grocery store produce departments.

This video gives an overview of the market for herbs, and sketches out the basics of production.

Running Time: 16 minutes

GROWING FORAGE CROPS

Quality hay and silage can be quite profitable. A farmer may grow forage for his own grazing pastures. Forage crops are used mainly to feed cattle, sheep and goats, which are converted into food for humans. Forage crops also improve soil fertility and help control erosion.

**Running Time:
14 minutes 55 seconds**

**GROWING LANDSCAPE
ORNAMENTALS**

Think of all the ornamental plants decorating highways, shopping malls, businesses and homes, and ask yourself where they came from? There is no good reason why the source cannot be a small farm.

**Running Time:
14 minutes 50 seconds**

WOODLOT MANAGEMENT

Many farmers have timber stands which could be making them money, if properly managed. But woods require hard work and an understanding of the markets.

**Running Time:
14 minutes 35 seconds**

WAYS TO GROW
VIDEO TAPE ORDER FORM
VHS videocassettes
Cost: \$10.00 per tape

- DIRECT MARKETING FOR SMALL FARMERS
- GROWING SHIITAKE MUSHROOMS
- MEAT GOAT PRODUCTION
- COMMERCIAL RABBIT PRODUCTION
- COMMERCIAL CATFISH PRODUCTION
- SWEET BASIL: THE CULINARY CLASSIC
- COMMERCIAL VEGETABLE PRODUCTION
- GROWING FORAGE CROPS
- GROWING LANDSCAPE ORNAMENTALS
- WOODLOT MANAGEMENT

YOU MAY SEND YOUR ORDER TO:

VALORIE F. MCALPIN, COMMUNICATIONS DIRECTOR
COOPERATIVE EXTENSION PROGRAM
NORTH CAROLINA A & T STATE UNIVERSITY
P. O. BOX 21928
GREENSBORO, NC 27420-1928

Please allow 3-4 weeks for delivery. For more information,
call (910) 334-7636

Number of tapes ordered: _____

Total amount enclosed: \$ _____

Price includes shipping and handling. Make check or money order payable to:
N. C. A & T STATE UNIVERSITY

SHIP TO: (PLEASE PRINT)

NAME _____

ADDRESS _____

CITY _____

STATE _____ ZIP _____ TELEPHONE (optional) _____

CALL FOR PROPOSALS

DEPARTMENT OF AGRICULTURE

**Cooperative State Research, Education, and Extension Service
Rangeland Research Grants Program for Fiscal Year 1996;**

USDA/CSREES will award standard grants for basic studies in certain areas of rangeland research. No more than \$80,000 will be awarded for the support of any one project, regardless of the amount requested. The total amount of funds available for grants under the Rangeland Research Grants Program during fiscal year 1996 is \$451,535.

ELIGIBILITY AND LIMITATIONS ON USE OF FUNDS

Under this program, subject to the availability of funds, the Secretary may award grants to land-grant colleges and universities, State agricultural experiment stations, and to colleges, universities, and Federal laboratories having a demonstrable capacity in rangeland research, as determined by the Secretary. Except in the case of Federal laboratories, each grant recipient shall match the Federal funds expended on a research project based on a formula of 50 percent Federal and 50 percent non-Federal funding. Proposals received from scientists at non-United States organizations or institutions will not be considered for support.

SPECIFIC AREAS OF RESEARCH TO BE SUPPORTED IN FY-96

Proposals will be considered in the following specific areas:

- (1) Management of rangelands and agricultural land as integrated systems for more efficient utilization of crops and waste products in the production of food and fiber;**
- (2) Methods of managing rangeland watersheds to maximize efficient use of water and improve water yield, water quality, and water conservation, to protect against onsite and offsite damage to rangeland resources from floods, erosion, and other detrimental influences, and to remedy unsatisfactory and unstable rangeland conditions; and**
- (3) Revegetation and rehabilitation of rangelands including the control of undesirable species of plants.**

Program Related Questions should be directed to:

Dr. Paul F. McCawley, USDA/CSREES

Phone: (202) 401-5351

HOW TO OBTAIN APPLICATION MATERIALS

Copies of this solicitation, the Application Kit, and the Administrative Provisions for this program may be obtained by writing to the address or calling the telephone number which follows:

**Proposal Services; Grants Management Branch; Office of Extramural Programs;
USDA/CSREES, Room 303,**

Aerospace Center; Ag Box 2245; Washington, DC 20250-2245,

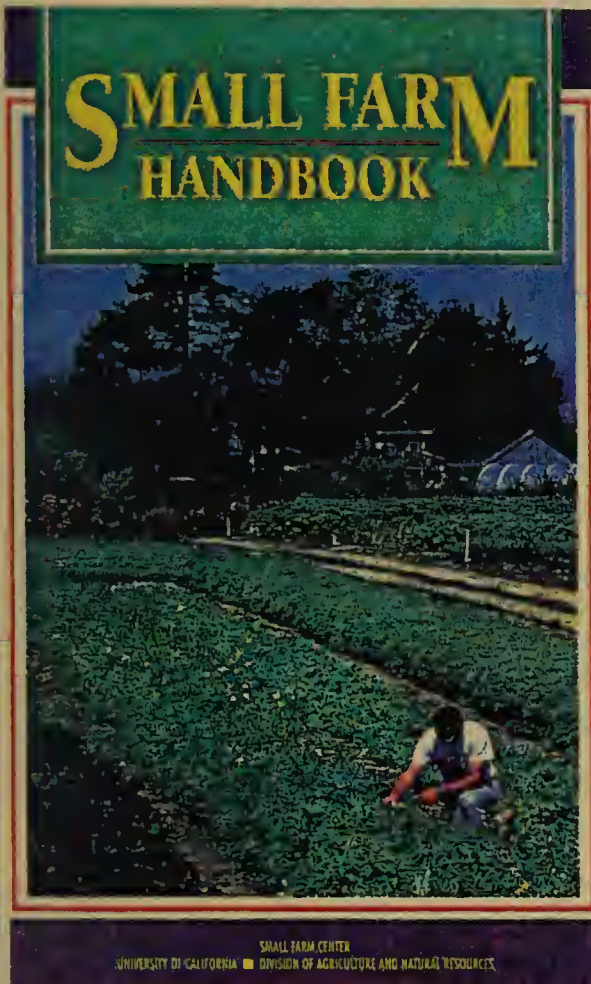
Phone: (202) 401-5048. These materials may also be requested via Internet by sending a

message with your name, mailing address (not e-mail) and phone number, to

psb@morrell.esusda.gov which states that you want a copy of the application materials for the FY-96 Rangeland Research Grants Program. The materials will then be mailed to you (not e-mailed) as quickly as possible.

DEADLINE FOR SUBMISSION: February 29, 1996.

SMALL FARM HANDBOOK



This 170-page Small Farm Handbook is a guide to starting and operating a successful small farm. The book will help you with practical information about: marketing, keeping good financial records, producing crops and raising animals, requirements for successful farming, - finding a good place to buy property,-enterprise ideas; and a whole lot more

Order #SFT001

To order copies,

Contact: Publications Division,
College of Ag & Nat. Resources.
University of California, 6701 San Pablo
Ave, Oakland, CA 94608-1239
Phone: (510) 642-2431
Fax: (510) 643-5410

THE GREEN BOOK--A FARM MARKETING GUIDE

**THE
GREEN
BOOK**

**A
Farm
Marketing
Guide**

• Second Edition •

• New Listings!
• Additional Resources!



Carolina Farm
Stewardship Association

Cooperative Extension Program
North Carolina A&T State University

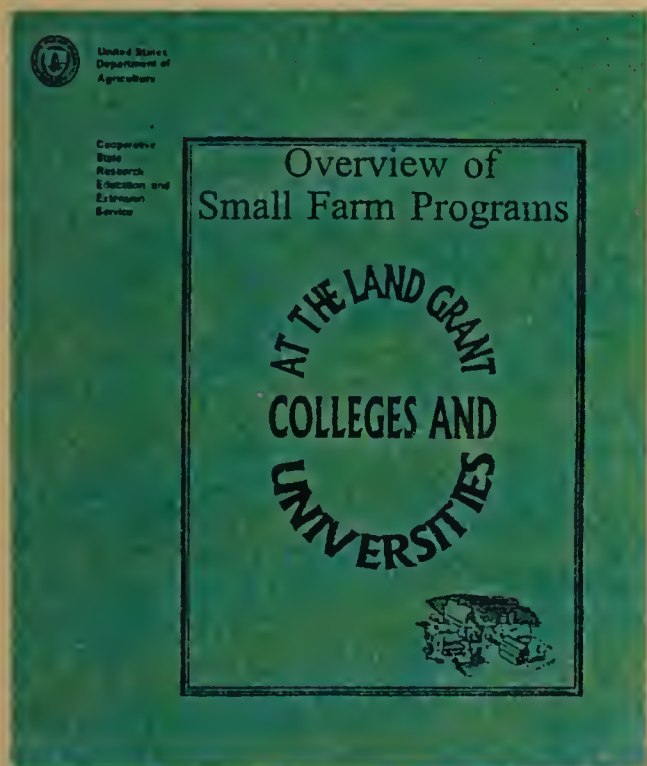
The Green Book is a guide for North Carolina farmers and growers seeking new and better markets for their crops. It focuses on direct markets to consumers, on organic markets and on specialized approaches to conventional markets.

To order copies,

CONTACT:

Carolina Farm Stewardship ;
115 W. Main St.
Carboro, NC 27510
Phone (910) 968-1030

OVERVIEW OF SMALL FARM PROGRAMS AT THE LAND GRANT COLLEGES AND UNIVERSITIES



This 125-page report is a compilation which attempts to share ideas, on-going efforts and small farm program descriptions at the 1890 and 1862 Land Grant schools. It is noted in this report that not all the schools have programs specifically targeted at small scale farms, however, these schools do have a wide range of programs and services that benefit small and part time farmers. Continued support of this program will assist the small farmer in meeting major needs in the areas of effective recordkeeping, farm management, and marketing strategies. For copies of this report, please contact:

Lauren Caulfield
Ag Box 2260, Washington, DC 20250
Phone: (202) 401-4929
Fax: (202) 401-5179
E-mail: lcaulfield@reeusda.gov

50 WAYS FARMERS CAN PROTECT THEIR GROUNDWATER

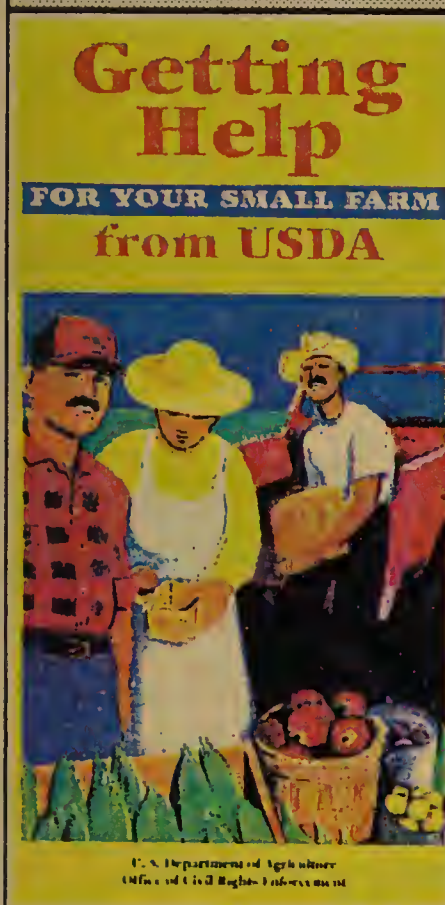


"50 Ways" provides research and management tips on ways to cut back on pesticides and fertilizer without cutting yields, ways to determine which pesticides are less likely to leach, and ways to apply chemicals more efficiently. This 189-page resource and reference book also includes sections on chemical storage, wells, septic systems, livestock waste management, irrigation, chemigation, water testing, and water treatment.

Cost: \$5 + \$2 for shipping & handling
To order this publication;

CONTACT: Cyndi Moore,
Office of Agricultural Communications and Education, 69LG Mumford Hall, 1301 West Gregory Drive, Urbana, IL 61801
Phone: (217) 333-2007

GETTING HELP FOR YOUR SMALL FARM FROM USDA



This brochure provides information on readily available services to small or limited resource farmers/ranchers and their advocates from USDA. Some of the services are provided by the Farm Service Agency; Cooperative State Research, Education, and Extension Service; Natural Resources Conservation Service; Forest Service; Food and Consumer Service; and the Agricultural Research Service.

To request a copy of this brochure, please contact:

Lauren Caulfield

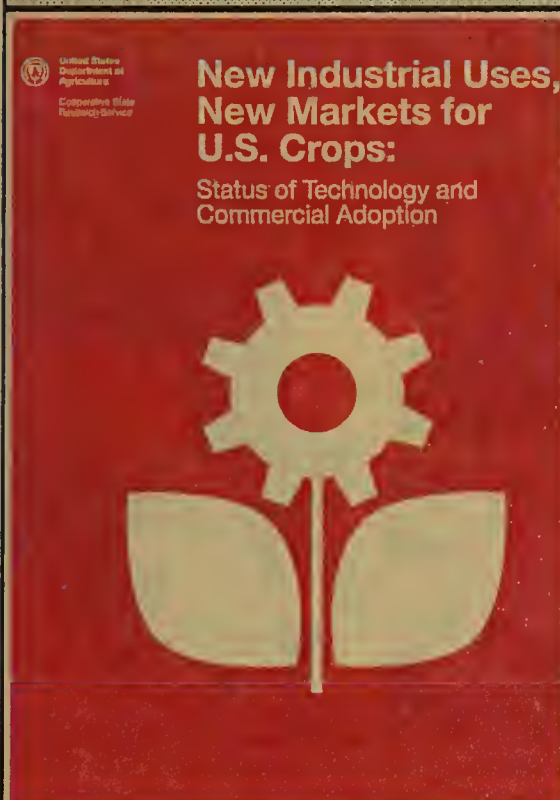
Ag Box 2260, Washington, DC 20250

Phone: (202) 401-4929

Fax: (202) 401-5179

E-mail: lcaulfield@reeusda.gov

NEW INDUSTRIAL USES, NEW MARKETS FOR U.S. CROPS



This publication is a broad-based report on industrial uses of crop, animal and forest products. Products from new crops such as papers made from kenaf or diesel fuel from traditional crops such as diesel fuel from soybean oil are described.

To request a copy of this publication, please contact:

Carmela Bailey, Program Director,

Agricultural Materials, USDA/CSREES

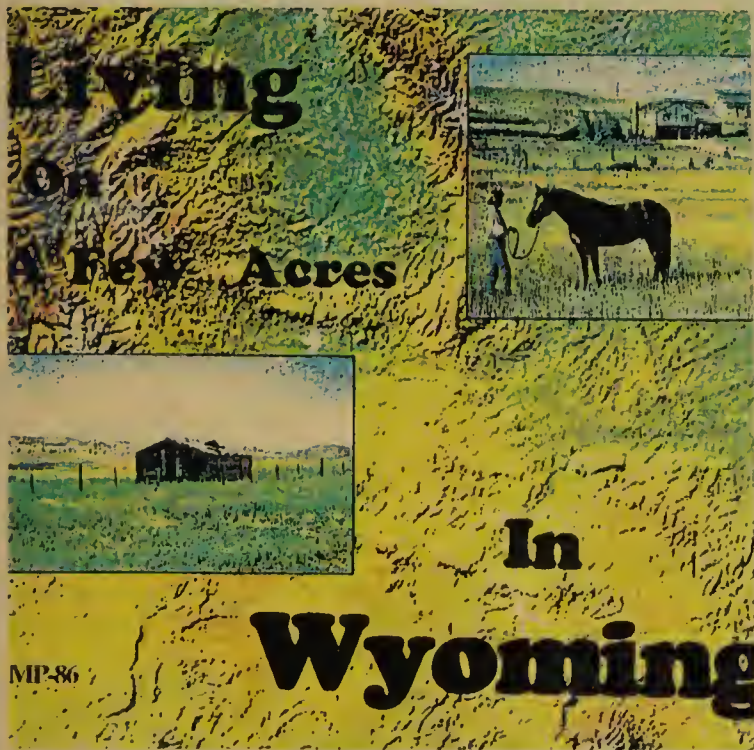
Ag Box 2260, Washington, D. C. 20250

Phone: (202) 401-4640

Fax: (202) 401-5179

E-mail: cbailey@reeusda.gov

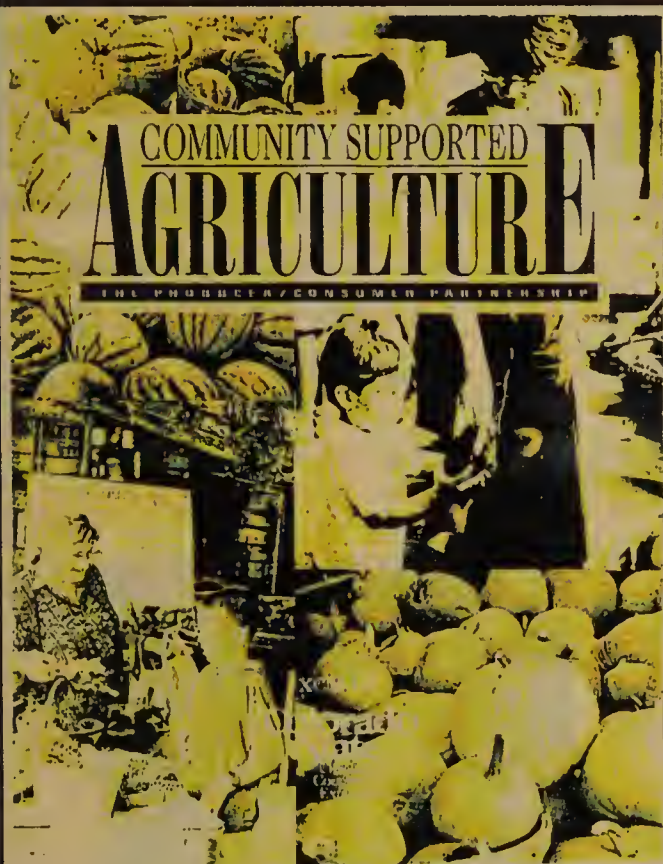
LIVING ON A FEW ACRES



If you live on a small parcel of land or are thinking about moving to the country, this brochure can help you learn how to care for your land's soil and water while managing birds, deer and other wildlife. Although designed for the Western United States, the brochure can be used by anyone "living on a few acres". Full color photographs supplement advice on weed control, soil and water management, grazing management, and animal health; streams, wetlands and water quality; and wildlife habitat, including trees and shrubs.

*To order copies, **CONTACT:** The University of Wyoming Cooperative Extension Service, (307) 766-2155, the Natural Resources Conservation Service, or your local Conservation District office.*

COMMUNITY SUPPORTED AGRICULTURE

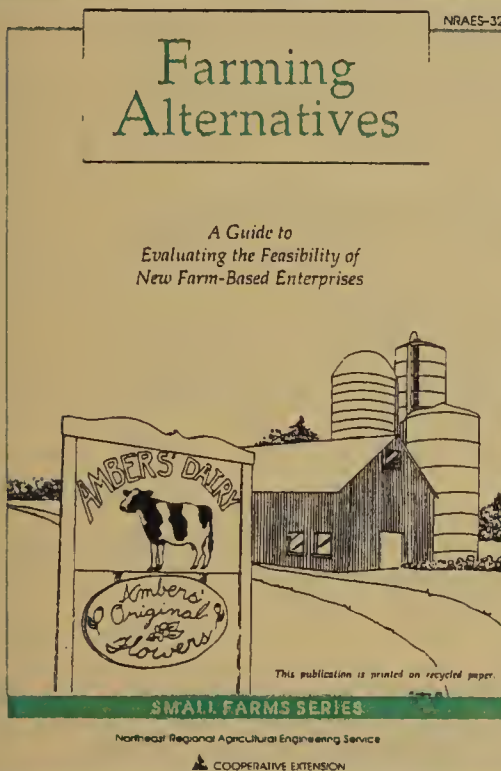


This brochure discusses Community Supported Agriculture (CSA) which is a unique economic model for small-scale farming that has been adopted in many regions of the United States since 1985. Its ancestral roots are in both Europe and Japan, reaching back approximately 30 years. Supporters cover a farm's yearly operating budget by purchasing a share of the season's harvest. Shareholders (CSA members) make a commitment to support the farm throughout the season, and assume the costs, risks and bounty of growing food with the farmer. For copies of this brochure:

CONTACT: The Colorado State University Cooperative Extension Resource Center, (970) 491-6198

FARMING ALTERNATIVES

A Guide to Evaluating the Feasibility of New Farm-Based Enterprises



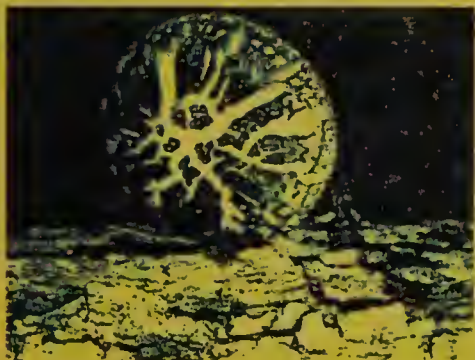
This guide is written for families and individuals interested in developing a new farm-based enterprise. It is especially helpful in providing a framework for evaluating the feasibility of a new agricultural or rural based venture. A step-by-step process will help you assess personal, family, and business goals; inventory resources; research local and regional markets; analyze production feasibility, profitability, and cash flow of an enterprise idea; and make final decisions.

For copies of this guide:

CONTACT: Cornell Instructional Materials
Services (607) 255-9252

SHIITAKE MUSHROOM PRODUCTION ON LOGS

SHIITAKE MUSHROOM PRODUCTION ON LOGS



This brochure describes step by step procedures of growing shiitake mushroom. This mushroom was brought to the United States in 1972 from China. Interest in growing the high-value mushroom is increasing because it is an easy way to introduce management practices into small woodlots. Topics discussed include: pre-paring logs for inoculation, inoculation, spawn ordering, log moisture, and harvest.

For copies of this brochure:

CONTACT: Dr. Cathy Sabota (205) 851-5710

GRANT OPPORTUNITIES

MERCK FAMILY FUND (\$1,147,000 ANNUAL GRANT)

The goals of the Merck Family Fund are to:

1. maintain, restore, and enhance the natural environment and support programs that will sustain a healthy planet for future generations.
2. address the root causes of problems faced by socially and economically disadvantaged people in the United States

A PROTECTING THE NATURAL ENVIRONMENT

In the environmental arena, the foundation has two broad areas of concern

1. Protecting and Restoring Vital Eastern Ecosystems
2. Promoting Economic Practices That Will Assure a Sustainable Environment for Future Generations

B ADDRESSING THE ROOT CAUSES OF PROBLEMS FACED BY SOCIALLY AND ECONOMICALLY DISADVANTAGED PEOPLE

In its commitment to assisting disadvantaged people, the Fund has identified two areas of programmatic focus:

1. Community Building as a Strategy for Urban Revitalization
 - 2a Creating Green and Open Space
 - 2b Meeting the Needs of Disadvantaged Youth

FUNDING LEVEL: No more than \$50,000 will be awarded for the support of any one project.

For proposal format, documents required, and deadlines, please contact:

Betsy Taylor, Executive Director
Merck Family Fund
6930 Carroll Avenue, Suite 500
Takoma Park, MD 20912
Phone: (301) 270-2970
Fax: (301) 270-2973
E-mail: merck@igc.apc.org



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Multiple copies of these publications are available for purchase.
Contact the Publications Distribution Center for more information.

**SMALL & PART-TIME FARMS
CALENDAR OF EVENTS**
January - March, 1996

<i>DATE</i>	<i>EVENT</i>	<i>LOCATION</i>	<i>CONTACT</i>
<i>Jan 3 - Mar 31</i>	<i>Green School</i>	<i>Auburn, MA</i>	<i>Kathleen Carroll, (413) 545-0895</i>
<i>Jan 10-12</i>	<i>Calves, Heifers & Dairy Profitability</i>	<i>Harrisburg, PA</i>	<i>NRAES (607) 255-7654</i>
<i>Jan 9-10</i>	<i>Dakota Farm Show</i>	<i>Vermillion, SD</i>	<i>Ron Thaden (605) 688-4147</i>
<i>Jan 11-12</i>	<i>Market Montana</i>	<i>Havre, MT</i>	<i>Dennis Cash (406) 994-5688</i>
<i>Jan 11-12</i>	<i>QuickBooks</i>	<i>Camden, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Jan 12</i>	<i>QuickPay</i>	<i>New Brunswick, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Jan 12-13</i>	<i>Market Montana</i>	<i>Glasgow, MT</i>	<i>Dennis Cash (406) 994-5688</i>
<i>Jan 12-14</i>	<i>Ohio Roadside Marketing Conf.</i>	<i>Akron West, OH</i>	<i>Lois Yarnell (614) 523-0801</i>
<i>Jan 15-17</i>	<i>Massachusetts Turf Conf. & Industrial Show</i>	<i>Boston, MA</i>	<i>Edward Brearly (508) 584-6568,</i>
<i>Jan 16-18</i>	<i>Farm Market Show</i>	<i>Grand Rapids, MI</i>	<i>Byron Carpenter (616) 842-8211</i>
<i>Jan 17</i>	<i>Wholesale Marketing & Communication</i>	<i>Atlantic City, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Jan 18</i>	<i>Farm Business Manag- ement & Computers</i>	<i>Atlantic City, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>

Jan 23-27	Sioux Empire Farm Show	Sioux Falls, ID	Steve Munk (605) 688-4147
Jan 29-31	Strategic, Financial & Pre-Retirement Planning	New Brunswick, NJ	Fran Adelaja (908) 932-9171, Ext
Jan 30	Strategic, Financial & Pre-Retirement Planning	Clayton, NJ	Fran Adelaja (908) 932-9171, Ext. 31
Feb 1-3	North American Bramble Portland, Growers' Conference	OR	Richard Fagan (301) 724-4085
Feb 2	Equity Performance Evaluation in a Cooperative	Gloucester, NJ	Fran Adelaja (908) 932-9171, Ext. 31
Feb 3-7	Southern Association of Agricultural Scientists 93rd Annual Conference	Greensboro, NC	Vernon Boggs (540) 231-6295
Feb 5	Selecting and Implementing A Farm Record System	New Brunswick, NJ	Fran Adelaja (908) 932-9171, Ext. 31
Feb 6	Selecting and Implementing A Farm Record System	Clayton, NJ	Fran Adelaja (908) 932-9171, Ext.31
Feb 6-11	Watertown Farm Show	Watertown, SD	Chuck Langner (605) 688-4147
Feb 7-10	Mid-Atlantic Direct Marketing Conf. & Trade Show (MADMAC96)	Fredericksburg, VA	Charlie Coale (540) 231-5562
Feb 13	Positioning Your Dairy Farm for the Future	Elmer, NJ	Fran Adelaja (908) 932-9171, Ext. 31
Feb 13	Preparing A Balance Sheet & Income Statement	New Brunswick, NJ	Fran Adelaja (908) 932-9171, Ext. 31
Feb 14	Preparing A Balance Sheet & Income Statement	Clayton, NJ	Fran Adelaja (908) 932-9171, Ext. 31
Feb 14	Positioning Your Dairy Farm for the Future	Allamucy, NJ	Fran Adelaja (908) 932-9171, Ext. 31

<i>Feb 15</i>	<i>Agricultural Marketing On The Internet: A Hands-On Workshop</i>	<i>New Brunswick, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Feb 15-16</i>	<i>Farmers' Conference</i>	<i>Tuskegee, AL</i>	<i>William Hodge (334) 727-8601</i>
<i>Feb 19-22</i>	<i>1995 California Farm Conference</i>	<i>Visalia, CA</i>	<i>Desmond Jolly (916) 752-7774</i>
<i>Feb 20</i>	<i>Reporting & Analyzing Financial Info. in Agric.</i>	<i>New Brunswick, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Feb 21</i>	<i>Reporting & Analyzing Financial Info. in Agriculture</i>	<i>Gloucester, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Feb 22-24</i>	<i>1996 North American Farmers' Direct Marketing Conference</i>	<i>Saratoga Springs, NY</i>	<i>Monika Roth (607) 272-2292</i>
<i>Feb 28</i>	<i>Positioning Your Business for the Future Through Marketing</i>	<i>Cumberland, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Feb 29</i>	<i>Positioning Your Business for the Future Through Marketing</i>	<i>New Brunswick, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Feb 29 - Mar 2</i>	<i>Pacific NW Farm Direct Marketing Conf.</i>	<i>Roseburg & Eugene, Oregon</i>	<i>Pacific Northwest Marketing (503) 373-9650</i>
<i>Mar 1 & 2</i>	<i>1996 Upper Midwest Organic Farming Conf.</i>	<i>Sinsinawa, WI</i>	<i>Faye Jones (715) 772-3153</i>
<i>Mar 4</i>	<i>Supplementary Income Opportunities</i>	<i>New Brunswick, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Mar 5</i>	<i>Supplementary Income Opportunities</i>	<i>Millville, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Mar 6</i>	<i>Whole-Farm Budgeting & Partial-Farm Budgeting</i>	<i>New Brunswick, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>

<i>Mar 7</i>	<i>Whole-Farm Budgeting & Partial-Farm Budgeting</i>	<i>Clayton, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Mar 11 - 12</i>	<i>Quickbooks</i>	<i>Camden, NJ</i>	<i>Fran Adelaja (908) 932-9171, Ext. 31</i>
<i>Mar 23</i>	<i>Small Farm/Acreage Workshop</i>	<i>Mead, NE</i>	<i>Dave Varner (402) 441-7180</i>
<i>Mar 25-29</i>	<i>Small Farm Week</i>	<i>Greensboro, NC</i>	<i>Dan Lyons (910) 334-7957</i>

FREE SEEDS

Operation Green Plant 1996

America the Beautiful Funds wants to share with your local groups a gift of FREE SEEDS! This is a volunteer effort to grow food for the needy, elderly, handicapped and confined; for charitable plant sales; to beautify neighborhoods and start new educational programs. The seeds available are those of commercial grade flowers, vegetables, and herb seed packets

*To send in your request, call (202) 638-1649
or write to: America the Beautiful Fund
806 15th Street, NW, Suite 219
Washington, D.C. 20005*

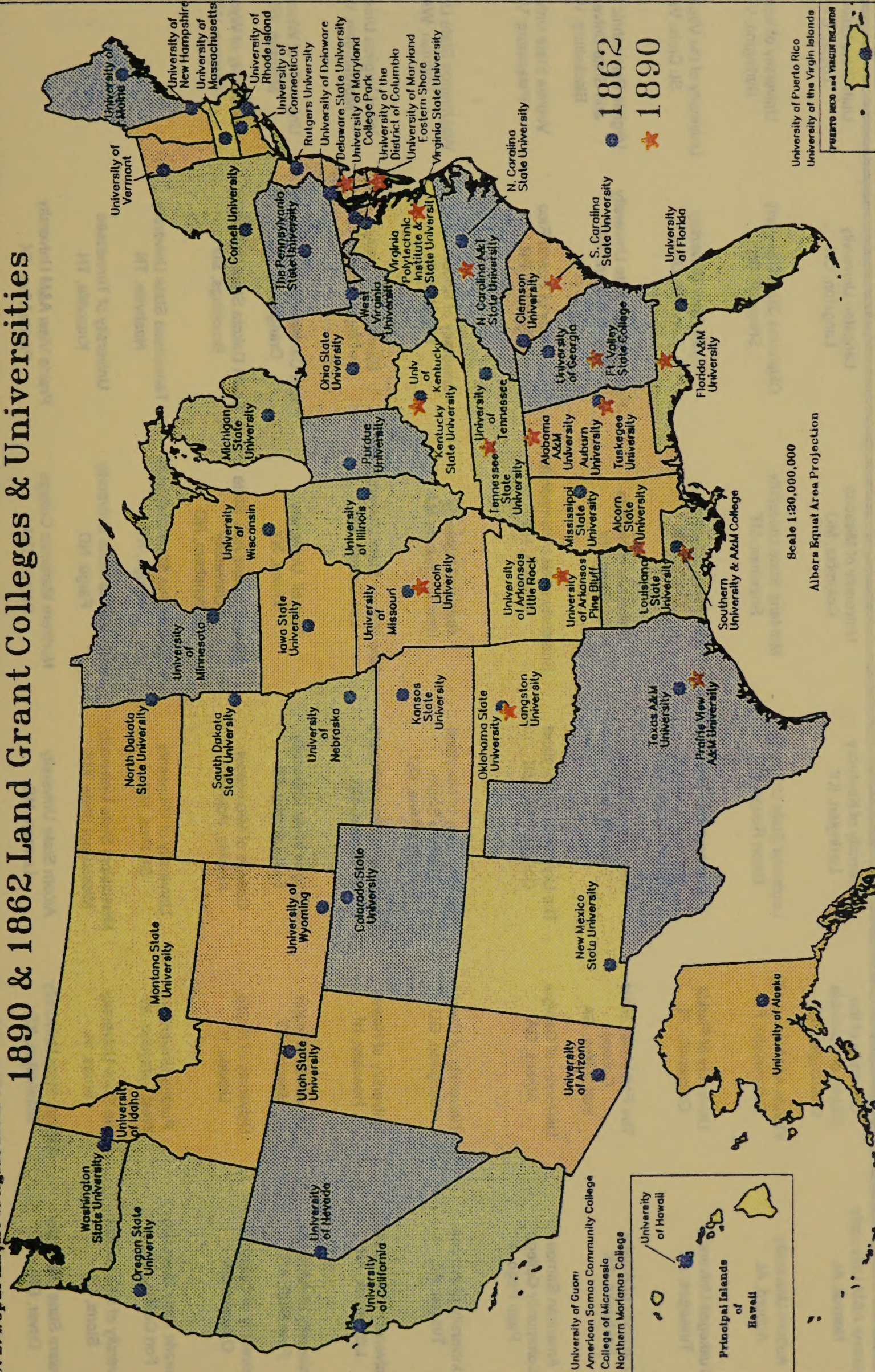
DEADLINE:

If you would like to feature a small farm success story, activities, upcoming events, publications, etc. in the quarterly newsletter, please send your information to me no later than March 15, 1996, for the Spring issue.

FOR FURTHER INFORMATION, PLEASE CONTACT:

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1890 & 1862 Land Grant Colleges & Universities



Map generated by the Natural Resources Inventory Division,
NRCS, USDA, Washington, D.C., August 1995

Source: Overview of Small Farm Programs at the
Land Grant Colleges and Universities

1890 AND 1862 LAND GRANT COLLEGES AND UNIVERSITIES

Alabama A&M University Normal, AL	University of the District of Columbia Washington, DC	University of Kentucky Lexington, KY	University of Missouri Columbia, MO	Langston University Langston, OK	Utah State University Logan, UT
Auburn University Auburn, AL	Florida A&M University Tallahassee, FL	Louisiana State University Baton Rouge, LA	Montana State University Bozeman, MT	Oklahoma State University Stillwater, OK	University of Vermont Burlington, VT
Tuskegee University Tuskegee, AL	University of Florida Gainesville, FL	Southern University and A&M College Baton Rouge, LA	University of Nebraska Lincoln, NE	Oregon State University Corvallis, OK	University of the Virgin Islands St. Croix, VI
University of Alaska Fairbanks, AK	The Fort Valley State College Fort Valley, GA	University of Maine Orono, ME	University of Nevada Reno, NV	Pennsylvania State University University Park, PA	Virginia Polytechnic Institute and State University Blacksburg, VA
American Samoa Community College Pago Pago	University of Georgia Athens, GA	The University of Maryland College Park, MD	University of New Hampshire Durham, NH	University of Puerto Rico Mayaguez, PR	Virginia State University Petersburg, VA
University of Arizona Tucson, AZ	University of Guam Mangiliao, GU	The University of Maryland Eastern Shore Princess Anne, MD	Rutgers University New Brunswick, NJ	University of Rhode Island Kingston, RI	Washington State University Pullman, WA
University of Arkansas Little Rock, AR	University of Hawaii Honolulu, HI	University of Massachusetts Amherst, MA	New Mexico State University Las Cruces, NM	Clemson University Clemson, SC	West Virginia University Morgantown, WV
University of Arkansas Pine Bluff, AR	University of Idaho Moscow, ID	Michigan State University East Lansing, MI	Cornell University Ithaca, NY	South Carolina State University Orangeburg, SC	University of Wisconsin Madison, WI
University of California Oakland, CA	University of Illinois Urbana, IL	College of Micronesia Kolonia, Pohnpei	North Carolina A&T State University Greensboro, NC	South Dakota State University Brookings, SD	University of Wyoming Laramie, WY
Colorado State University Fort Collins, CO	Purdue University West Lafayette, IN	University of Minnesota St. Paul, MN	North Carolina State University Raleigh, NC	Tennessee State University Nashville, TN	
University of Connecticut Storrs, CT	Iowa State University Ames, IA	Mississippi State University Mississippi State, MS	North Dakota State University Fargo, ND	University of Tennessee Knoxville, TN	
Delaware State University Dover, DE	Kansas State University Manhattan, KS	Alcorn State University Lorman, MS	Northern Marianas College Saipan, CM	Prairie View A&M University Prairie View, TX	
University of Delaware Newark, DE	Kentucky State University Frankfort, KY	Lincoln University Jefferson City, MO	The Ohio State University Columbus, OH	Texas A&M University College Station, TX	

